



Healthy Smile
Healthy Heart

Why would a patient want this test done at a dental office rather than a physician's office?

Good question, Periodontal disease can raise HS CRP, cholesterol, and glucose so we use these three tests in the dental office for the ten reasons below.

- 1) If we wanted the physician to test these blood chemistries, the patient would have to make a separate appointment with the physician and then make another appointment to go to the hospital or blood lab. The physician would question why a dentist would want a blood test. Over 50% of the physicians will not authorize the tests.
- 2) Over 50% of the patients will not go to the physician or hospital to get the test.
- 3) The lab or the hospital would require a vial of blood, Our tests are FDA cleared, have a patient consent form, and require only several drops of blood from a finger stick. Patients prefer finger nicks to venous blood draw, two to one.
- 4) Taking blood screenings in the dental office creates a more professional image for the dentist.
- 5) All 3 tests cost \$350 at the hospital and \$250 at a lab like Quest. Our tests cost the patient about \$132.
- 6) Our lab reports are faxed to the dental office and a report is mailed to the patient. In contrast, physicians rarely share the blood test results with dentists and patients.
- 7) We can show the patient and area physicians the improvement in blood chemistry with scaling treatment as an adjunct to treatment if we receive the blood tests.
- 8) If the blood lab tests do not improve after periodontal therapy, we know that we should refer the patient for a possible medical problem.

- 9) The test results are a great way to initiate a discussion with one's physician about a possible disease and to start mutual referrals.
- 10) The dental office staff becomes very excited about seeing the improvement in blood chemistry and having a hand in possibly saving a patient's life with early detection blood screening.

Let's have a teleconference with your staff and we can answer more of your questions.

Patient Survey:

- ◆ 98.5% said they would recommend a test to others.
- ◆ 97% said they understood the health benefits of the test.
- ◆ 72% said the results prompted them to see their doctors.

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